

Message Text

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----- 042042

R 270141Z JAN 76

FM SECSTATE WASHDC

TO AMEMBASSY LIMA

LIMITED OFFICIAL USE STATE 019632

E.O. 11652: NA

TAGS: BEXP, PE

SUBJECT: PRODUCT OPPORTUNITY - AIR TRAFFIC CONTROL SYSTEM

--- FOR MINISTRY OF TRANSPORT AND COMMUNICATIONS

REF: (A) STATE 01028; (B) LIMA 447; (C) 75 LIMA 9699;

--- (D) 73 LIMA A-319

1. JAN. 9 AND 21, 1975 WESTINGHOUSE SENT MATERIAL BASED ON ARSA-3 AND TTS-43 TO MR. MAGUINA, ENGINEERING, COMMUNICATIONS AND ELECTRICAL DIRECTORATE UNDER COL. BARRANTES WHO VISITED U.S. SEVERAL MONTHS AGO AND ASKED WESTINGHOUSE FOR AIR DEFENSE RADAR DATA. WESTINGHOUSE ADVISES IT STATED THEN A KEEN INTEREST IN SUBMITTING TO PERU THE REQUIRED INFORMATION ON WESTINGHOUSE'S RADAR EQUIPMENT CAPABILITIES; THIS STRONG INTEREST CONTINUES. FYI. ARSA-3, ACCORDING TO WESTINGHOUSE, IS AIR TRAFFIC CONTROL DEVELOPED FOR FAA AND BELIEVED SUITABLE FOR PERUVIAN NEEDS. TTS-43, RELATED TO ARSA-3, WAS BUILT FOR USAF AND IS NOW SOLD THROUGH MANY LIMITED OFFICIAL USE

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PARTS OF THE WORLD.

2. REF (C) REQUESTED SPECIFICATIONS TO BE SENT TO MR.
W.C. ROBINSON, WESTINGHOUSE. THESE SPECIFICATIONS RECEIVED

IN 1973 (REF D) WERE CONSIDERED OLD REQUIREMENT IN 1974
AND DISPOSED OF; THEREFORE NO SPECIFICATIONS EXIST HERE
FOR WESTINGHOUSE USE.

3. MR. C. FREDERICKS OF WESTINGHOUSE WILL BE VISITING
PERU FEBRUARY 12 AND 13, STAYING AT LIMA SHERATON.
EMBASSY IS REQUESTED TO ALERT APPROPRIATE PERUVIAN
OFFICIALS THAT WESTINGHOUSE HAS RESPONDED POSITIVELY TO
REFERENCE (B) AND THAT MR. FREDERICKS WILL BE READY AND
ABLE TO DISCUSS PERUVIAN RADAR SPECIFICATIONS AS WELL AS
TO CARRY COPY OF SPECIFICATIONS TO WESTINGHOUSE BALTIMORE
WHERE RADAR DESIGNED AND BUILT.

4. REF (C) ADVISES THAT QUOTE OFFICIAL TENDER REQUEST
WILL BE PUBLISHED SOON UNQUOTE. PLEASE ADVISE IF RELEASE
DATE SET.

5. U.S. INDUSTRY VIEW HELD THAT SUBJECT PROGRAM
POSSIBLY FINANCED BY GERMANS AND IF THIS TRUE, U.S.
WINNING CONTRACT UNLIKELY AS WELL AS U.S. OFFERS BEING
USED TO ACHIEVE BETTER PERUVIAN PRICE FROM GERMANS.
PLEASE ADVISE. KISSINGER

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